

Diallo J. Stevens, CDRE, RCS-D, CDS, CREDS
1129 Northern Blvd, Suite #410, Manhasset, NY 11030
Office: 516-482-0200 - Mobile: 646-872-1413
Diallo@DialloStevens.com
NYS DOS Lic #: 30ST0953806
NYS OCA Fiduciary ID #: 335494

CURRICULUM VITAE

Diallo J. Stevens is a real estate expert with extensive training in real estate transactions involving litigation. He has specific expertise in divorce real estate, guardianship real estate transactions, and real estate matters involving seniors, probates, administrations, and trusts. In transactions involving property owners in dispute or litigation, he represents the clients as a neutral, unbiased expert. Additionally, Mr. Stevens is a Part 36 qualified broker with the New York State Office of Court Administration and thus can receive Court appointments. He services low-to-high conflict divorces and guardianship real estate transactions requiring Court involvement. Mr. Stevens' real estate production, comprehensive education, and court experience highlight him as an expert witness for all real estate issues.

PROFESSIONAL HISTORY

Licensed Associate Real Estate Broker 2004 - Present

- *Keller Williams Realty* 2016 - Present
 - Appointed to the Agent Leadership Council to help guide and lead the direction of an office of nearly 300 agents
 - Consistently in the top 20% of producers at two offices
- *CENTURY 21 Best, Inc. acq'd by CENTURY 21 American Homes* 2004 - 2016
 - Among the first to develop short sales expertise in the company. Three of those successful transactions were used as a teaching tool by a prominent real estate attorney to educate brokers and agents on handling short sales. He was interviewed by *Thomson Reuters* on the foreclosure crisis in Jamaica, Queens County as the "epicenter" of the crisis.
 - Handling guardianship and estate sales matters (probate/administration/trust)
 - Recognized globally as a consistent top performer and inducted into The CENTURION HONOR SOCIETY
 - Tapped to Lead, Train, Mentor, and Manage other agents individually and through various programs

Licensed Real Estate Salesperson 2002 - 2004

- *CENTURY 21 Best, Inc.*
 - Broke two sales price records
 - Became a top producer within 18 months

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EDUCATION

- Real Estate Associate Broker License 2004 - Present
- Real Estate Salesperson License June 2002
- Attended Fordham University, 1993-1995, Majored in Computer Science
- Certified Divorce Specialist Training, Graduate, Designee 2020
 - Communication Skills
 - Legal Financial
 - Residential
 - Mental Health
- The Illumni Institute Master Course, Graduate 2020
 - The Anatomy of Divorce
 - The Landscape of Divorce Finance
 - Introduction to Divorce Court
 - The Ethics of Certified Divorce Real Estate Experts
 - Communicating as a Neutral Expert
 - How to Sell a House in Conflict
 - CDRE™ Fair Market Valuations
- The Divorce Niche Course through The Illumni Institute 2020
- Real Estate Collaboration–Divorce, Graduate, Designee 2020
 - Consumer Protection: WHAT | WHY | WHEN
 - Counter-intuitive Perspective | RCS-Ds™
 - Divorce Mediation Mistakes (Mortgage + HELOC)
 - Divorce Mortgage Matters
 - What Goes Wrong with Divorce Real Estate
 - 2019 Impact of TCJA (Federal Tax Reform) on Divorce Real Estate - Changing Alimony Taxation
 - Debunking Opinions of House Value & Price
 - 2 Gaps in Divorce Typical Case File
 - Pre-Mediation House Inspection & Informed Decision-Making
 - Due Diligence Budget: House Inspection v. Appraisal/FMV/CMA
 - House Insurance Shenanigans in Divorce
 - Get a C.L.U.E. Report before Closings & Listings
 - RCS-D™ SOLUTION - Resolving Gaps in Case File
 - Enhanced House Due Diligence
 - Unauthorized Practice of Law

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- Civil Disputes - Real Property in Court
- Conflict Resolution: Litigation | Mediation | Collaborative Law
- Divorce Timelines
- Lawyer Misconceptions & WIFM
- 2019: Real Estate Divorce Specialist Certification Training

PROFESSIONAL QUALIFICATIONS, CERTIFICATIONS, & DESIGNATIONS

- 2005 - Present - New York State Office of Court Administration Fiduciary List (Real Estate Broker, Fiduciary ID #: 335494), Eligible for appointments in the following counties: Kings, Nassau, New York, Queens, and Suffolk
- 2020 - Certified Divorce Specialist (CDS)
- 2020 - Certified Divorce Real Estate Expert (CDRE)
- 2020 - Master Certified Negotiation Expert (MCNE)
- 2020 - Certified Negotiation Expert (CNE)
- 2020 - Real Estate Collaboration Specialist – Divorce (RCS-D)
- 2019 - Certified Real Estate Divorce Specialist (CREDS)
- 2019 - Real Estate Negotiation Expert (RENE)
- 2018 - Military Relocation Professional (MRP)
- 2018 - Pricing Strategy Advisor (PSA)
- 2018 - Resort and Second-Home Property Specialist (RSPS)
- 2018 - At Home with Diversity (AHWD)
- 2017 - Certified International Property Specialist (CIPS)
- 2016 - Accredited Buyer Representative (ABR)
- 2016 - Seller Representative Specialist (SRS)
- 2010 - Short Sales and Foreclosure Resource (SFR)
- 2010 - Certified Distressed Property Expert (CDPE)
- 2004 - Certified Residential Specialist (CRS)
- 2004 - Accredited Buyer Representative (ABR)
- 2004 - Graduate REALTOR® Institute – GRI Designation
- 2004 - Seniors Real Estate Specialist (SRES)
- 2004 - Licensed Real Estate Associate Broker - NY
- 2002 - Electronic Professional Certified (e-PRO)
- 2002 - Licensed Real Estate Salesperson - FL and NY

PROFESSIONAL MEMBERSHIPS

- National Association of Divorce Professionals
- National Association of REALTORS
- New York State Association of REALTORS
- Long Island Board of REALTORS
- The Ilumni Institute
- The Institute for Luxury Home Marketing
- National Association of REALTORS Commercial REALTORS Alliance

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- Seller Representative Specialist Council
- Real Estate BUYER'S AGENT Council
- Keller Williams Global Property Specialists (KWGPS) Member
- Asian Real Estate Association of America
- Residential Real Estate Council (f/k/a The Council of Residential Specialists)
- Senior Advantage Real Estate Council
- Floyd Wickman's Master Sales Society

TEACHING EXPERIENCE

- Panelist for New York State Association of REALTORS
- Panelist for Young Professionals Network, Long Island Board of REALTORS Chapter
- Panelist for Triple Play Conference (Joint Tri-State NY/NJ/CT Board of REALTORS Conference)
- Panelist for Long Island Board of REALTORS Tech Fair - 2009
- Panelist for Long Island Board of REALTORS Education Conference
- 1/30/2019 – Taught “Effective Communication and Persuasion in Sales and Closing Strategies” at Keller Williams Realty Gold Coast
- 8/9/2019 – Taught “IGNITE - Priced to Sell” at Keller Williams Realty Gold Coast
- 9/20/2018 – Taught “IGNITE – Sell Your Listings” at Keller Williams Realty Gold Coast
- 10/11/2017 – Taught “IGNITE - Win the Seller” at Keller Williams Realty NYC Group – Scarsdale
- 7/7/2017 – Taught “IGNITE – Build Your Business” at Keller Williams Realty Landmark II
- 8/29/2016 – Taught “Commanding Compelling Commissions” at Keller Williams Realty Landmark II
- Various dates and NYC Metro locations 2017-2018 – Taught “Credit Repair, Credit Restoration, & Real Estate Seminars”
- Various dates and NYC Metro locations 2016-2019 – Taught “Real Estate Brokerage Business Models and Analysis Across the Decades”
- Various dates and NYC locations 2004-2008 – Taught “Real Estate Matters for Seniors” Seminars
- Various dates (2016-2018), Neighborhood Housing Service (NHS) of Jamaica, a Non-Profit Organization – Taught Realtor portion of Home Buyer Workshop required for grant and down payment assistance programs offered under the Community Reinvestment Act (CRA)
- Various dates (2016-2018), Neighborhood Housing Service (NHS) of Queens, a Non-Profit Organization – Taught Realtor portion of Home Buyer Workshop required for grant and down payment assistance programs offered under the Community Reinvestment Act (CRA)

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- 2009 - Appointed as the Program Manager of the CENTURY 21 Performance Enhancement Program (PEP) at CENTURY 21 Best to run and facilitate a 10-week educational program for the office averaging 100 agents.

PUBLICATIONS AND PRESENTATIONS

PRESS AND TELEVISION

- 2009 - Interviewed by *ABC News* – Television/Online
- 2008 - Interviewed by *Thomson Reuters*, “Middle Class Housing Woes” – Television/Online
- 2006 - Featured in *The Residential Specialist Magazine* - Print
- Interviewed by *The Real Deal: New York Real Estate News Magazine* - Print

AWARDS & HONORS

- 2019 – Agent Leadership Council
- 2019 – Keller Williams Double Gold Production Award
- 2018 – Keller Williams Platinum Production Award
- 2018 – OutFront Magazine Top 50 Producers List 4th Quarter - Recognized as #34 out of 190,000 agents in Keller Williams Realty International 2017 - Keller Williams Double Gold Production Award
- 2017 – Growth Partner of the Year Award – Keller Williams Realty Landmark II
- 2016 - Recognized in *New York Magazine* December 2016 - Five Star Real Estate Agent 2016 Awardee
- 2013 - Top 20 Under 40 Rising Stars, Class of 2013 – Awardee – Long Island Board of REALTORS (LIBOR) Young Professionals Network
- 2009 – Superstar Agent Panelist at the Long Island Board of REALTORS Educational Conference
- 2007 - Centurion™ Honor Society – Inducted
- Double Centurion™ Producer – 2006
- Centurion™ Producer – 2003-2007; 2013
- 2006 - #1 Producer (of 130 agents) in CENTURY 21 Best - #1 CENTURY 21 Office on the East Coast of the US
- 2005 - #3 Producer (of 120 agents) in CENTURY 21 Best - #1 CENTURY 21 Office on the East Coast of the US
- Team Leader – Floyd Wickman™ Course – for All CENTURY 21 Participants
- Distinguished Performance – CENTURY 21 Best, Inc. Mandatory Sales Training – Top 5% of office participants

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VOLUNTEERING AND COMMUNITY ACTIVITIES

- Elected as a Council Member to *Community Education Council, School District 25*, also served as Treasurer
- Elected and served as a Parent member of the *School Leadership Team at PS165Q* in NYC School District 25
- East Elmhurst Neighborhood Block Association, member and officer
- Served as Treasurer of the Western Queens Chapter of the Long Island Board of REALTORS (LIBOR)



Certificate of Completion

This is to certify that

Diallo Stevens

has successfully completed the CDRE™ Master Course, including 40 hours of divorce real estate education and comprehensive exam.

MASTER COURSE COMPLETION

as of May 8, 2020

Laurel Starks

Laurel Starks
Founder

Divorce Real Estate Institute



Real Estate Divorce Specialists
Certificate of Completion

This certifies that

Diallo Stevens

has successfully completed training to become a

Certified Real Estate Divorce Specialist

The certificant mastered specialized training

in the legal and tax aspects of divorce process to better serve divorcing real estate clients.

Congratulations on becoming a Certified Real Estate Divorce Specialist!

Carol Ann Wilson

Carol Ann Wilson, President

December 2019

Date

Real Estate Divorce Specialists
906 Cranberry Court
Longmont, CO 80503
Phone: 720-600-5134
www.realestatedivorcespecialist.com



Real Estate Negotiation Institute

Diallo J. Stevens

In recognition of completion of the prescribed program of study is hereby awarded this certificate and is entitled to use the

Master Certified Negotiation Expert Designation

offered exclusively by the:



T. A. Hayman
THOMAS A. HAYMAN
Founder/CEO